

**ICICI Prudential Life Insurance Company Limited**
**Schedules forming part of Condensed financial statements**
**SCHEDULE – 3  
OPERATING EXPENSES RELATED TO INSURANCE BUSINESS**
**For the nine months ended December 31, 2013**
**(₹ '000)**

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	1,024,287	14,926	1,522,651	8,232	10,910	2,261,469	474,951	144,261	57,498	<b>5,519,175</b>
Travel, conveyance and vehicle running expenses	32,293	184	54,132	409	359	123,290	21,225	4,058	9,558	<b>245,508</b>
Agents training, recruitment and incentives	73,430	1	118,618	969	176	41,491	5,900	12,012	629	<b>253,226</b>
Rents, rates and taxes	93,965	505	148,029	1,642	979	306,225	49,331	8,834	7,093	<b>616,603</b>
Repairs	20,312	722	32,968	435	432	93,730	37,606	3,244	2,144	<b>191,593</b>
Printing and stationery	6,218	123	9,193	138	223	12,085	6,050	858	21,643	<b>56,531</b>
Communication expenses	87,031	1,637	99,312	967	2,986	188,383	65,630	11,002	1,032	<b>457,980</b>
Legal and professional charges	85,044	950	89,515	1,341	1,385	130,742	41,919	7,678	5,888	<b>364,262</b>
Medical fees	2,455	-	8,123	89	99	4,455	35	1,264	221	<b>16,741</b>
Auditors' fees, expenses etc :										
(a) as auditor	1,946	32	2,027	38	34	3,289	1,096	237	-	<b>8,699</b>
(b) as advisor or in any other capacity, in respect of										
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-
(iii) Management Services; and	-	-	-	-	-	-	-	-	-	-
(c) in any other capacity (for Certification)	36	-	38	-	2	93	50	6	-	<b>225</b>
Advertisement and publicity	74,798	26	214,166	838	269	341,285	68,172	6,396	953	<b>706,903</b>
Interest and bank charges	9,012	255	19,912	1,824	159	47,495	12,637	1,104	6,344	<b>98,742</b>
<b>Others</b>										
Administration support expenses	190,597	-	313,372	2,265	192	792,848	20,797	10,962	-	<b>1,331,033</b>
Business conferences and meetings	45,928	1	49,104	78	89	85,280	6,588	1,976	116	<b>189,160</b>
Information technology cost	68,597	487	59,819	1,226	1,192	92,377	18,224	4,733	8	<b>246,663</b>
Office running expenses	40,856	248	57,537	699	532	122,402	24,578	3,662	2,466	<b>252,980</b>
Data entry related expenses	20,527	444	25,105	288	760	42,128	16,292	2,624	2,108	<b>110,276</b>
Miscellaneous expenses	22,520	197	81,660	2,646	236	88,809	26,615	3,210	3,462	<b>229,355</b>
Unit fund expenses	-	-	-	-	-	1,294,585	847,676	100,544	72,784	<b>2,315,589</b>
Depreciation	54,196	300	76,108	887	488	174,370	14,467	3,904	3,701	<b>328,421</b>
Service tax expenses	3,000	27	9,211	142	(341)	37,741	(7,604)	9,142	42	<b>51,360</b>
<b>Total</b>	<b>1,957,048</b>	<b>21,065</b>	<b>2,990,600</b>	<b>25,153</b>	<b>21,161</b>	<b>6,284,572</b>	<b>1,752,235</b>	<b>341,711</b>	<b>197,480</b>	<b>13,591,025</b>

**For the nine months ended December 31, 2012**
**(₹ '000)**

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	519,120	18,242	1,762,474	8,527	13,669	2,508,743	677,321	149,946	49,884	<b>5,707,926</b>
Travel, conveyance and vehicle running expenses	15,340	266	86,564	179	559	109,525	30,971	5,850	9,452	<b>258,706</b>
Agents training, recruitment and incentives	65,108	241	372,033	808	510	583,622	45,207	22,562	-	<b>1,090,091</b>
Rents, rates and taxes	63,987	887	260,380	977	2,569	307,134	58,494	28,862	7,454	<b>730,744</b>
Repairs	14,693	233	55,068	180	585	70,497	19,205	6,718	1,864	<b>169,043</b>
Printing and stationery	6,592	213	16,921	69	532	25,610	9,647	1,571	3,309	<b>64,464</b>
Communication expenses	57,177	1,818	107,343	373	4,498	193,704	88,884	12,848	833	<b>467,478</b>
Legal and professional charges	29,470	580	72,929	417	1,493	112,743	28,035	6,536	2,074	<b>254,277</b>
Medical fees	1,853	-	13,309	55	275	5,153	1	2,993	-	<b>23,639</b>
Auditors' fees, expenses etc :										
(a) as auditor	1,093	15	2,839	18	46	2,686	657	263	-	<b>7,617</b>
(b) as advisor or in any other capacity, in respect of										
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-
(iii) Management Services; and	-	-	-	-	-	-	-	-	-	-
(c) in any other capacity	34	-	78	1	1	82	20	9	-	<b>225</b>
Advertisement and publicity	35,937	411	238,371	298	643	475,092	73,824	12,749	637	<b>837,962</b>
Interest and bank charges	4,028	263	13,754	2,278	108	36,700	21,092	1,302	9,642	<b>89,167</b>
<b>Others</b>										
Administration support expenses	29,977	-	218,128	289	153	256,313	306	8,054	-	<b>513,220</b>
Business conferences and meetings	14,592	83	114,729	152	174	124,768	15,030	3,198	-	<b>272,726</b>
Information technology cost	30,434	614	65,864	471	1,747	84,218	28,069	7,421	-	<b>218,838</b>
Office running expenses	22,163	352	81,485	323	941	92,479	24,928	8,445	2,045	<b>233,161</b>
Data entry related expenses	20,492	638	39,018	149	1,613	66,648	30,393	4,293	143	<b>163,387</b>
Miscellaneous expenses	11,900	423	79,645	68,042	870	85,288	1,482	1,682	2,612	<b>251,944</b>
Unit fund expenses	-	-	-	-	-	1,174,074	860,617	97,966	66,461	<b>2,199,118</b>
Depreciation	25,524	286	116,448	350	909	127,350	13,420	11,760	3,209	<b>299,256</b>
Service tax expenses	39,317	516	104,009	12,597	1,417	88,859	19,523	9,097	801	<b>276,136</b>
<b>Total</b>	<b>1,008,831</b>	<b>26,081</b>	<b>3,821,389</b>	<b>96,553</b>	<b>33,312</b>	<b>6,531,288</b>	<b>2,047,126</b>	<b>404,125</b>	<b>160,420</b>	<b>14,129,125</b>

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Condensed financial statements

SCHEDULE – 3 (Continued)

OPERATING EXPENSES RELATED TO INSURANCE BUSINESS

For the quarter ended December 31, 2013

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	562,201	5,620	127,523	1,502	3,086	829,278	170,397	43,687	19,098	1,762,392
Travel, conveyance and vehicle running expenses	19,908	89	7,120	89	132	47,254	7,826	1,585	4,921	88,924
Agents training, recruitment and incentives	38,979	-	19,876	167	148	40	858	3,814	37	63,919
Rents, rates and taxes	56,305	185	20,628	475	317	117,410	16,796	2,796	2,853	217,765
Repairs	10,127	643	763	84	160	42,272	27,220	1,805	940	84,014
Printing and stationery	3,059	43	1,710	30	70	4,371	1,788	262	4,438	15,771
Communication expenses	40,650	373	20,776	365	754	62,547	14,960	3,086	416	143,927
Legal and professional charges	50,341	578	14,685	511	600	62,835	22,092	2,983	5,676	160,301
Medical fees	1,555	-	1,267	-	15	2,584	15	232	73	5,741
Auditors' fees, expenses etc :										
(a) as auditor	1,024	21	75	3	13	1,413	669	96	-	3,314
(b) as advisor or in any other capacity, in respect of										
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-
(iii) Management Services; and	-	-	-	-	-	-	-	-	-	-
(c) in any other capacity	36	-	38	-	2	93	50	6	-	225
Advertisement and publicity	49,788	14	14,670	187	90	122,205	14,977	1,231	892	204,054
Interest and bank charges	4,453	89	5,841	666	49	17,709	3,127	224	1,901	34,059
<b>Others</b>										
Administration support expenses	120,476	-	16,713	722	-	302,201	7,715	1,870	-	449,697
Business conferences and meetings	37,398	-	10,168	44	52	48,573	3,440	1,247	116	101,038
Information technology cost	45,546	81	17,085	665	432	43,240	3,066	1,100	8	111,223
Office running expenses	25,301	92	10,154	242	197	50,955	8,866	1,174	1,049	98,030
Data entry related expenses	9,537	5	5,837	59	281	15,434	6,236	902	1,348	39,634
Miscellaneous expenses	17,897	5	28,253	246	61	37,294	12,240	2,482	1,344	99,822
Unit fund expenses	-	-	-	-	-	425,102	248,810	31,650	23,689	729,251
Depreciation	33,697	140	8,172	288	182	75,167	6,063	1,010	1,506	126,225
Service tax expenses	1,372	97	6,675	91	(37)	10,045	(1,036)	2,483	23	19,713
<b>Total</b>	<b>1,129,645</b>	<b>8,075</b>	<b>338,029</b>	<b>6,436</b>	<b>6,604</b>	<b>2,318,022</b>	<b>576,175</b>	<b>105,725</b>	<b>70,328</b>	<b>4,559,039</b>

For the quarter ended December 31, 2012

(₹ '000)

Particulars	Par Life	Par Pension	Non Par	Annuity Non Par	Health	Linked Life	Linked Pension	Linked Health	Linked Group	Total
Employees' remuneration and welfare benefits	171,137	5,546	644,886	2,352	3,414	836,650	199,080	42,744	17,196	1,923,005
Travel, conveyance and vehicle running expenses	5,469	93	32,372	58	176	38,825	10,509	1,712	3,092	92,306
Agents training, recruitment and incentives	4,465	11	26,117	82	41	24,170	1,759	876	-	57,521
Rents, rates and taxes	21,519	319	91,720	224	819	107,174	23,489	9,292	2,814	257,370
Repairs	5,594	95	22,086	56	227	27,620	8,281	2,438	719	67,116
Printing and stationery	2,526	85	5,277	-	11	7,432	3,648	448	3,305	22,732
Communication expenses	18,753	544	39,592	104	1,366	61,784	25,693	3,987	359	152,182
Legal and professional charges	11,932	255	27,737	215	534	47,269	12,666	2,252	1,207	104,067
Medical fees	755	-	4,093	21	90	1,824	1	890	-	7,674
Auditors' fees, expenses etc :										
(a) as auditor	350	5	940	3	13	818	199	65	-	2,393
(b) as advisor or in any other capacity, in respect of										
(i) Taxation matters	-	-	-	-	-	-	-	-	-	-
(ii) Insurance matters	-	-	-	-	-	-	-	-	-	-
(iii) Management Services; and	-	-	-	-	-	-	-	-	-	-
(c) in any other capacity	-	-	-	-	-	-	-	-	-	-
Advertisement and publicity	13,321	156	91,807	82	224	197,310	26,356	4,045	524	333,825
Interest and bank charges	1,675	107	6,120	856	43	14,524	6,390	405	2,915	33,035
<b>Others</b>										
Administration support expenses	10,096	-	81,698	99	61	87,585	76	2,160	-	181,775
Business conferences and meetings	6,624	32	56,218	66	67	64,931	5,471	1,411	-	134,860
Information technology cost	12,095	244	28,170	86	577	31,003	10,439	2,168	-	84,782
Office running expenses	8,983	156	32,228	86	373	39,713	11,783	3,363	895	97,580
Data entry related expenses	6,475	196	12,956	30	421	19,889	8,844	1,172	27	50,010
Miscellaneous expenses	5,627	354	36,984	67,301	299	38,413	(5,624)	1,564	785	145,703
Unit fund expenses	-	-	-	-	-	447,871	394,646	32,664	23,005	898,186
Depreciation	8,115	94	37,787	87	278	41,728	4,212	3,406	1,116	96,823
Service tax expenses	7,236	123	21,593	12,271	220	18,904	1,495	2,729	801	65,372
<b>Total</b>	<b>322,787</b>	<b>8,415</b>	<b>1,300,381</b>	<b>84,079</b>	<b>9,254</b>	<b>2,155,437</b>	<b>749,413</b>	<b>119,791</b>	<b>58,760</b>	<b>4,808,317</b>

ICICI Prudential Life Insurance Company Limited

Schedules forming part of Condensed financial statements

**SCHEDULE – 3A**  
**EXPENSES OTHER THAN THOSE DIRECTLY RELATED TO THE INSURANCE BUSINESS**

For the period ended December 31, 2013

(₹ '000)

Particulars	Nine months ended December 31, 2013	Nine months ended December 31, 2012	Quarter ended December 31, 2013	Quarter ended December 31, 2012
Employees' remuneration and welfare benefits	43,084	24,029	11,941	7,144
Travel, conveyance and vehicle running expenses	38	179	(5)	97
Rent, rates and taxes	217	275	72	110
Printing and stationery	3	-	-	-
Communication expenses	31	30	(2,286)	12
Legal and professional charges	84	23	84	(8)
Interest and bank charges	537	1,239	256	420
Others	45,946	12,678	1,475	291
Depreciation	114	126	40	43
<b>Total</b>	<b>90,054</b>	<b>38,579</b>	<b>11,577</b>	<b>8,109</b>